



PR/158632 | Regional Sales Manager

Job Information

Recruiter
[JAC Recruitment Malaysia](#)
Job ID

1523300

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

March 25th, 2025 17:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

The Regional Sales Head is responsible for leading and executing the sales strategy for cross-border trucking services. This role involves driving revenue growth, expanding market share, developing key client relationships, and managing a high-performing sales team across multiple locations.

Job Responsibilities

- Develop and implement regional sales strategies to drive business growth for FTL and LTL services.
- Identify new business opportunities, market trends, and competitive landscape to enhance market positioning.
- Set and achieve sales targets, revenue goals, and profitability objectives
- Develop strategic partnerships to enhance service offerings and expand client base.
- Drive customer retention strategies to ensure high levels of satisfaction and long-term contracts.

- Lead and manage a regional sales team, providing guidance, coaching, and performance monitoring

Job Requirements

- At least 5 years of managerial experience in logistics, transportation, or cross-border trucking industry
- Strong understanding of cross-border trade regulations and customs requirements
- Experience in managing FTL and LTL services across multiple regions

Company Description